



Invoice No.: IND-1016-0006

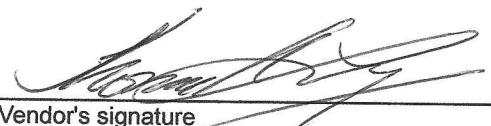
Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

Invoice Date: 4/20/17  
Order Number: 0017544779  
Fund: 61910/571513 / 305000

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Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2016 - 9/30/2017  
Contract Amount: \$2,250,000.00  
Contract Number: 17466  
Date of Services: 3/1/2017 -3/31/2017  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paid: \$180,865.44  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
Vendor's signature

  
Date



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Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)  
[www.RealAlternatives.org](http://www.RealAlternatives.org) \* [www.LoveFacts.org](http://www.LoveFacts.org) \* [www.ConcernedParents.com](http://www.ConcernedParents.com)

## Attachment B: Budget

Real Alternatives, Inc. A70-5-041137

Indiana Pregnancy &amp; Support Services Program

October 1, 2016 - September 30, 2017

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-Feb 2017	Actual Cost Mar-17	Actual Expenses YTD-Mar 2017	Remaining Cost Apr 2017 to Sep-2017
Administrative Salary		President & CEO	\$55,000.00	13,706.62	\$2,023.70	15,730.32	\$39,269.68
Administrative Salary		VP of Administration	\$20,000.00	8,468.94	\$1,609.47	10,078.41	\$9,921.59
Administrative Salary		Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative Salary		Senior Accountant	\$6,000.00	3,493.25	\$602.84	4,096.09	\$1,903.91
Administrative Salary		Junior Accountant	\$0.00	-	-	-	\$0.00
Administrative Salary		Bookkeeper	\$2,000.00	347.72	\$137.14	484.86	\$1,515.14
Services Salary		VP of Operations	\$40,000.00	7,449.81	\$1,686.47	9,136.28	\$30,863.72
Services Salary		Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services Salary		Services Coordinator	\$10,000.00	2,236.28	\$368.32	2,604.60	\$7,395.40
Services Salary		Services Assistance	\$7,500.00	1,635.04	\$81.70	1,716.74	\$5,783.26
Services Salary		Billing Coordinator	\$5,000.00	767.52	\$84.24	851.76	\$4,148.24
Services Salary		Service Provider Approval	\$2,000.00	56.16	-	56.16	\$1,943.84
Services Salary		Service Provider Monitoring	\$3,000.00	48.78	\$ 9.57	58.35	\$2,941.65
Services Salary		Hotline Counselor	\$2,000.00	535.25	\$86.08	621.33	\$1,378.67
		<b>Subtotal</b>	<b>\$192,500.00</b>	<b>\$38,745.37</b>	<b>\$6,689.53</b>	<b>\$45,434.90</b>	<b>\$147,065.10</b>
Administrative Fringe		Unused Sick	\$0.00	-	-	-	\$0.00
Services Fringe		Unused Sick	\$0.00	-	-	-	\$0.00
Administrative Fringe		Payroll Taxes	\$5,000.00	1,429.47	\$343.39	1,772.86	\$3,227.14
Services Fringe		Payroll Taxes	\$9,000.00	668.75	\$172.87	841.62	\$8,158.38
Administrative Fringe		Workers' Comp	\$500.00	101.67	\$16.82	118.49	\$381.51
Services Fringe		Workers' Comp	\$500.00	83.19	\$13.76	96.95	\$403.05
Administrative Fringe		Pension	\$2,500.00	684.24	\$129.36	813.60	\$1,686.40
Services Fringe		Pension	\$2,000.00	293.69	\$64.46	358.15	\$1,641.85
Administrative Fringe		Employee Group Ins	\$14,000.00	3,987.67	\$776.99	4,764.66	\$9,235.34
Services Fringe		Employee Group Ins	\$10,000.00	1,586.71	\$320.69	1,907.40	\$8,092.60
		<b>Subtotal</b>	<b>\$43,500.00</b>	<b>\$8,835.39</b>	<b>\$1,838.34</b>	<b>\$10,673.73</b>	<b>\$32,826.27</b>
Administrative Travel		Travel/Lodging	\$500.00	20.53	\$ -	20.53	\$479.47
Services Travel		Travel	\$10,000.00	844.83	\$ 148.66	993.49	\$9,006.51
		<b>Subtotal</b>	<b>\$10,500.00</b>	<b>\$865.36</b>	<b>\$148.66</b>	<b>\$1,014.02</b>	<b>\$9,485.98</b>
Administrative Supplies		Office Expense	\$31,000.00	1,512.26	\$171.90	1,684.16	\$29,315.84
Administrative Supplies		Computer Resources/Upgrades	\$15,000.00	-	-	-	\$15,000.00
Services Supplies		Client Education Materials	\$20,000.00	4,506.00	\$91.42	4,597.42	\$15,402.58
Services Supplies		Pregnancy Test Kits	\$5,000.00	2,158.20	\$403.30	2,561.50	\$2,438.50
		<b>Subtotal</b>	<b>\$71,000.00</b>	<b>\$8,176.46</b>	<b>\$666.62</b>	<b>\$8,843.08</b>	<b>\$62,156.92</b>
Administrative Contracts		Accounting/IT/Legal consulting	\$10,000.00	727.93	\$153.92	881.85	\$9,118.15
Administrative Contracts		Auditing	\$4,000.00	1,278.83	\$211.54	1,490.37	\$2,509.63
Administrative Contracts		Copier Service Contracts	\$750.00	236.55	\$87.82	324.37	\$425.63
Services Contracts		Client Service Providers	\$1,809,500.00	768,217.83	\$169,202.88	937,420.71	\$872,079.29
Services Contracts		Meetings/Seminars/Conference	\$7,000.00	-	-	-	\$7,000.00
Services Contracts		Services Advertising	\$0.00	-	\$0.00	-	\$0.00
Services Contracts		Services Database Consulting	\$15,000.00	1,466.25	\$637.50	2,103.75	\$12,896.25
		<b>Subtotal</b>	<b>\$1,846,250.00</b>	<b>\$771,927.39</b>	<b>\$170,293.66</b>	<b>\$942,221.05</b>	<b>\$904,028.95</b>
Administrative Other		Professional Development	\$2,000.00	665.15	\$118.20	783.35	\$1,216.65
Administrative Other		Job advertising	\$500.00	133.48	\$ 110.98	244.46	\$255.54
Administrative Other		New employee screening	\$250.00	-	-	-	\$250.00
Administrative Other		Postage/Shipping	\$10,000.00	836.09	\$68.16	904.25	\$9,095.75
Administrative Other		Rent	\$40,000.00	3,912.23	\$646.61	4,558.84	\$35,441.16
Administrative Other		Telephone Service	\$3,500.00	860.67	\$107.69	968.36	\$2,531.64
Administrative Other		General Business Liability Ins	\$1,000.00	182.00	\$30.11	212.11	\$787.89
Administrative Other		Insurance - Directors & Officers	\$1,500.00	454.34	\$75.16	529.50	\$970.50
Services Other		Toll Free Referral System	\$2,500.00	306.72	\$71.72	378.44	\$2,121.56
Services Other		Contract Clostout Cost	\$25,000.00	-	-	-	\$25,000.00
		<b>Subtotal</b>	<b>\$86,250.00</b>	<b>\$7,350.68</b>	<b>\$1,228.63</b>	<b>\$8,579.31</b>	<b>\$77,670.69</b>
		<b>Administrative</b>	<b>\$225,000.00</b>	<b>43,039.64</b>	<b>\$7,421.80</b>	<b>50,461.44</b>	<b>\$174,538.56</b>
		<b>Services</b>	<b>\$2,025,000.00</b>	<b>\$792,861.01</b>	<b>\$173,443.64</b>	<b>\$966,304.65</b>	<b>\$1,058,695.35</b>
		<b>Total</b>	<b>\$2,250,000.00</b>	<b>\$835,900.65</b>	<b>\$180,865.44</b>	<b>\$1,016,766.09</b>	<b>\$1,233,233.91</b>

**Real Alternatives**  
**Actual Administrative Expenses**  
**Indiana: Fiscal Year 2016-17**

<b>Cost Category</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses</b>	<b>Actual Expenses</b>	<b>Actual Expenses</b>	<b>Remaining Cost</b>
<b>Personnel</b>		<b>YTD-Feb 2017</b>	<b>Mar-17</b>	<b>YTD-Mar 2017</b>	<b>Apr 2017 to Sep-2017</b>
President & CEO	\$55,000.00	\$ 13,706.62	\$ 2,023.70	\$ 15,730.32	\$39,269.68
VP of Administration	\$20,000.00	\$ 8,468.94	\$ 1,609.47	\$ 10,078.41	\$9,921.59
Assistant Director of Finance	\$0.00	\$ -	\$ -	\$ -	\$0.00
Senior Accountant	\$6,000.00	\$ 3,493.25	\$ 602.84	\$ 4,096.09	\$1,903.91
Junior Accountant	\$0.00	\$ -	\$ -	\$ -	\$0.00
Bookkeeper	\$2,000.00	\$ 347.72	\$ 137.14	\$ 484.86	\$1,515.14
Professional Development	\$2,000.00	\$ 665.15	\$ 118.20	\$ 783.35	\$1,216.65
Payroll Taxes	\$5,000.00	\$ 1,429.47	\$ 343.39	\$ 1,772.86	\$3,227.14
Workers Compensation Insurance	\$500.00	\$ 101.67	\$ 16.82	\$ 118.49	\$381.51
Pension	\$2,500.00	\$ 684.24	\$ 129.36	\$ 813.60	\$1,686.40
Employee Group Insurance	\$14,000.00	\$ 3,987.67	\$ 776.99	\$ 4,764.66	\$9,235.34
Job Advertising	\$500.00	\$ 133.48	\$ 110.98	\$ 244.46	\$255.54
New Employee Screening	\$250.00	\$ -		\$ -	\$250.00
<b>Total Personnel</b>	<b>\$ 107,750.00</b>	<b>\$ 33,018.21</b>	<b>\$ 5,868.89</b>	<b>\$ 38,887.10</b>	<b>\$ 68,862.90</b>
<b>Operating</b>	<b>Budgeted Dollars</b>				
Accounting/IT/Legal Consulting	\$10,000.00	\$ 727.93	\$153.92	\$ 881.85	\$9,118.15
Postage/Shipping	\$10,000.00	\$ 836.09	\$ 68.16	\$ 904.25	\$9,095.75
Auditing	\$4,000.00	\$ 1,278.83	\$ 211.54	\$ 1,490.37	\$2,509.63
Travel/Lodging	\$500.00	\$ 20.53		\$ 20.53	\$479.47
Rent	\$40,000.00	\$ 3,912.23	\$ 646.61	\$ 4,558.84	\$35,441.16
Telephone Service	\$3,500.00	\$ 860.67	\$ 107.69	\$ 968.36	\$2,531.64
General Business Liability Insurance	\$1,000.00	\$ 182.00	\$ 30.11	\$ 212.11	\$787.89
Insurance-Directors & Officers	\$1,500.00	\$ 454.34	\$ 75.16	\$ 529.50	\$970.50
Office Expense	\$31,000.00	\$ 1,512.26	\$ 171.90	\$ 1,684.16	\$29,315.84
Computer Resources	\$15,000.00	\$ -	\$ -	\$ -	\$15,000.00
		\$ -		\$ -	
<b>Total Operating</b>	<b>\$ 116,500.00</b>	<b>\$ 9,784.88</b>	<b>\$ 1,465.09</b>	<b>\$ 11,249.97</b>	<b>\$ 105,250.03</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>				
Equipment Service Contracts	\$750.00	\$ 236.55	\$ 87.82	\$ 324.37	\$425.63
<b>Total Administrative Expenses</b>	<b>\$ 225,000.00</b>	<b>\$ 43,039.64</b>	<b>\$ 7,421.80</b>	<b>\$ 50,461.44</b>	<b>\$ 174,538.56</b>

**Actual Services Expenses**  
**Indiana: Fiscal Year 2016-17**

<b>Cost Category</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses</b>	<b>Actual Expenses</b>	<b>Actual Expenses</b>	<b>Remaining Cost</b>
<b>Personnel</b>		<b>YTD-Feb 2017</b>	<b>Mar-17</b>	<b>YTD-Mar 2017</b>	<b>Apr 2017 to Sep-2017</b>
Vice President of Operations	\$40,000.00	\$ 7,449.81	\$ 1,686.47	\$ 9,136.28	\$30,863.72
Indiana Services Director	\$40,000.00	\$ -		\$ -	\$40,000.00
Services Coordinator	\$10,000.00	\$ 2,236.28	\$ 368.32	\$ 2,604.60	\$7,395.40
Billing Coordinator	\$5,000.00	\$ 767.52	\$ 84.24	\$ 851.76	\$4,148.24
Services Assistance	\$7,500.00	\$ 1,635.04	\$ 81.70	\$ 1,716.74	\$5,783.26
Service Provider Approval	\$2,000.00	\$ 56.16	\$ -	\$ 56.16	\$1,943.84
Service Provider Monitoring	\$3,000.00	\$ 48.78	\$ 9.57	\$ 58.35	\$2,941.65
Hotline Counselor	\$2,000.00	\$ 535.25	\$ 86.08	\$ 621.33	\$1,378.67
Payroll Taxes	\$9,000.00	\$ 668.75	\$ 172.87	\$ 841.62	\$8,158.38
Workers Compensation Insurance	\$500.00	\$ 83.19	\$ 13.76	\$ 96.95	\$403.05
Pension	\$2,000.00	\$ 293.69	\$ 64.46	\$ 358.15	\$1,641.85
Employee Group Insurance	\$10,000.00	\$ 1,586.71	\$ 320.69	\$ 1,907.40	\$8,092.60
<b>Total Personnel</b>	<b>\$ 131,000.00</b>	<b>\$ 15,361.18</b>	<b>\$ 2,888.16</b>	<b>\$ 18,249.34</b>	<b>\$ 112,750.66</b>
<b>Operating</b>	<b>Budgeted Dollars</b>				
Client Education Materials	\$20,000.00	\$ 4,506.00	\$91.42	\$ 4,597.42	\$15,402.58
Services Advertising	\$0.00	\$ -	\$0.00	\$ -	\$0.00
Meetings/Seminars/Conference	\$7,000.00	\$ -		\$ -	\$7,000.00
Travel/Lodging To Service Provider	\$10,000.00	\$ 844.83	\$ 148.66	\$ 993.49	\$9,006.51
Srvcs Database Consulting & Dev	\$15,000.00	\$ 1,466.25	\$637.50	\$ 2,103.75	\$12,896.25
Client Service Providers	\$1,809,500.00	\$ 768,217.83	\$169,202.88	\$ 937,420.71	\$872,079.29
Toll-free Referral System	\$2,500.00	\$ 306.72	\$71.72	\$ 378.44	\$2,121.56
Contract Closeout Cost	\$25,000.00	\$ -		\$ -	\$25,000.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
<b>Total Operating</b>	<b>\$ 1,889,000.00</b>	<b>\$ 775,341.63</b>	<b>\$ 170,152.18</b>	<b>\$ 945,493.81</b>	<b>\$ 943,506.19</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>				
Pregnancy Test Kits	\$5,000.00	\$ 2,158.20	\$ 403.30	\$ 2,561.50	\$2,438.50
<b>Total Services Expenses</b>	<b>\$ 2,025,000.00</b>	<b>\$ 792,861.01</b>	<b>\$ 173,443.64</b>	<b>\$ 966,304.65</b>	<b>\$ 1,058,695.35</b>